

**Insulation Distributor-Contractors
National Association, Inc.**

**1965
Annual Meeting Report**

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**PLAINTIFF'S
EXHIBIT**

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CONVENTION REPORT
TENTH ANNUAL NATIONAL MEETING OF IDCNA
WALDORF-ASTORIA HOTEL
NEW YORK

October 12-14, 1965

The TENTH ANNUAL NATIONAL MEETING OF THE INSULATION DISTRIBUTORS-CONTRACTORS NATIONAL ASSOCIATION, INC. was called to order by President Dillard Breeding at 10:15 A. M. in the Astor Gallery of the Waldorf-Astoria Hotel, New York.

Mr. Arthur E. Swanson of Massachusetts, a founding member of IDCNA, gave the invocation.

President Breeding presented Mr. Swanson with an 1965 IDCNA Membership Plaque and told the audience that similar plaques were available at the registration desk for all IDCNA members who had pre-registered by September 30, 1965. Plaques to all other IDCNA members will be mailed from the Philadelphia office.

Mr. Breeding introduced the officers and members of the Board of Directors of IDCNA, and asked them to rise and be recognized. He accepted a motion, which was approved, to instruct the Executive Secretary to count Vice-President J. Kenneth Dixon present, even though he was not in attendance. He was ill and had sent his regrets.

Mr. Breeding called for the Report of the Executive Secretary. Mr. Jones read his Annual Report, a copy of which is attached hereto and marked EXHIBIT I. This report was approved and ordered filed.

Mr. Breeding then called for the Treasurer's Report. Mr. Ashmore read the IDCNA Financial Report of September 30, 1965. This report was approved as read. A copy is attached hereto and marked EXHIBIT II.

Mr. Breeding read his Report as President. This report was approved as read, with the sincere thanks of the membership for his devotion to his office. A copy is attached hereto and marked EXHIBIT III.

Mr. Breeding asked the three Past Presidents in the audience, Messrs. Frank R. Hickory, William J. Donahoe and Charles T. Vaughn, to come to the speaker's table, and presented them to the meeting. He asked them to give their impressions of the growth of IDCNA. Copies of their remarks are attached hereto, and marked EXHIBITS IV, V and VI.

Mr. Breeding called to the podium, the first featured speaker of the morning, Dr. George Cline Smith, internationally recognized economist and specialist in the construction trades. He mentioned that IDCNA had heard Dr. Smith in Bal Harbour in 1960 and 1962, and had found that his estimates of future activity for the construction trades in general, and the insulation industry in particular were usually correct.

A copy of Dr. Smith's talk is attached hereto, and marked EXHIBIT VII. An enthusiastic round of applause greeted Dr. Smith at the conclusion of his talk. He was warmly thanked by Mr. Breeding.

After the coffee break at 11:30 A.M., President Breeding introduced the Chairman of the National Joint Board for the Settlement of Jurisdictional Disputes, Mr. William J. Cour. Mr. Cour's talk is attached hereto, and marked EXHIBIT VIII. Mr. Breeding thanked Mr. Cour for coming from Washington to address the convention, and assured him of the continued support of the National Joint Board by IDCNA.

Then Mr. Breeding presented Mr. Joseph A. Courter, President of Courter & Company, Mechanical Contractors. Mr. Courter is the Safety Specialist of the Building Trades Employers Association of New York. Mr. Courter's address was entitled; "SAFETY AT THE JOBSITE." A copy is attached hereto, and marked EXHIBIT IX.

Mr. Breeding thanked Mr. Courter for his sage remarks about safety, and for the posters that he made available for distribution to IDCNA contractors.

The final speaker of the first session was Mr. Carl W. Sickles, General President of the International Association of Heat and Frost Insulators and Asbestos Workers of Washington, D. C.

Mr. Sickles stated that he was always happy to come to an IDCNA Convention; that he had missed only one; and that he was always available to the insulation contractors to help solve small problems before they become large ones.

A copy of Mr. Sickles' remarks are attached hereto, and marked EXHIBIT X.

Mr. Breeding thanked Mr. Sickles for his expressions of good will.

Mr. Brodie, Chairman of Hospitality, announced the social program for the week, and Mr. Breeding recessed the meeting at 1:00 P.M. to reconvene in the Astor Gallery on Wednesday, October 13, 1965 at 10:00 A.M.

SECOND SESSION

WEDNESDAY, OCTOBER 13, 1965

President Breeding called the second session to order at 10:00 A.M., and presented Mr. Duane C. Luse, Chairman of the Committee on Manufacturers Relations.

Mr. Luse's remarks are attached hereto, and marked EXHIBIT XI.

Mr. Luse introduced Mr. J. M. Barnhart, Executive Secretary of NIMA, whose address is marked EXHIBIT XII and attached herewith.

Mr. Breeding thanked both Mr. Luse and Mr. Barnhart for their remarks.

He then asked the Chairman of the IDCNA Committee on Standards, Education and Safety, Mr. Conrad L. Wieggers and his committee to come to the speaker's table, among whom were Director James P. Ennis, Co-Chairman for Standards and Mr. Stanley Stachelek, Co-Chairman for Safety.

Mr. Ennis spoke of the proposed Thermal Insulation and Reference Manual which the committee announced for the first time for the consideration of the IDCNA Board of Directors and General Membership. He distributed copies of the "Presentation", and asked all present to make a careful study of it. He suggested that the members discuss the preliminary text with the members of the Board of Directors, who will be charged with the entire matter of selecting an editor, the publishing, and the financing. Additional copies will be available from IDCNA's Philadelphia office, upon request. A copy of the "presentation" is attached hereto, and marked EXHIBIT XIII.

Mr. Stachelek spoke on Safety, adding to the remarks of Mr. Courter at the opening session. A copy of Mr. Stachelek's talk is attached hereto and marked EXHIBIT XIV.

Mr. Breeding warmly thanked Messrs. Wieggers, Ennis and Stachelek for their reports, and expressed his knowledge of the great amount of time that these volunteers had contributed to the preparation of their reports.

Mr. Breeding introduced Mr. James W. R. Brown, IDCNA Counsel, serving his third year as attorney for the Association. Mr. Brown's topic was "Suggestions on Estate Planning." A copy of Mr. Brown's address is attached hereto, and marked EXHIBIT XV. Mr. Breeding expressed to Mr. Brown the heartfelt appreciation of all the members of IDCNA, and their wives, for this most informative outline of suggestions to preserve personal estates.

After the coffee break at 12 noon, Mr. Breeding called upon Mr. A. Marvin Gibbons, Chairman of the IDCNA Committee on Labor Relations. A copy of Mr. Gibbons' report is attached hereto, and marked EXHIBIT XVI.

Mr. Gibbons called for questions from the floor on matters that his committee might be able to answer.

Mr. Gibbons then presented Dr. Irving J. Selikoff, M.D., who gave a slide presentation on "Lung Disease Among Insulation Workers." A copy of Dr. Selikoff's talk is attached hereto and marked EXHIBIT XVII.

Mr. Breeding thanked both Mr. Gibbons, and Dr. Selikoff for their fine presentations, and recessed the meeting at 1:00 P. M. to reconvene in the Empire Room of the Waldorf Hotel on Thursday morning, October 14, 1965 at 10:00 A. M.

THIRD SESSION

THURSDAY, OCTOBER 14, 1965

President Breeding called the final session to order at 10:00 A. M. and presented Director Roy C. Coffey to chair the Panel Discussion on the topic:

"What can IDCNA and the Regional Associations do to improve the Insulation Contracting Industry?"

Mr. Coffey announced that the following officers of eight of the nine regional associations were seated at the speakers table, and that they would comment briefly on the achievements of their regionals during the past year.

Mr. John Kelso Shipe, President of the MIDDLE ATLANTIC INSULATION CONTRACTORS ASSOCIATION (MAICA) was the first speaker. He said that "MAICA was incorporated in 1958 under the laws of the State of Delaware. It is bounded on the North by the New York State line, and on the South by a line below Washington; it includes all of New Jersey, Pennsylvania, Delaware, Maryland and the District of Columbia. Although small in area, employment of Asbestos Workers from thirteen locals is about equal to the man hours worked in the other regionals.

MAICA has thirty regional members of whom thirteen are IDCNA regional-national members. MAICA's last year was very active; a Trade Board Meeting at Hershey, and a "NEW PRODUCTS" Trade Show at Williamsburg. MAICA has compiled a red binder which includes all of the Collective Bargaining Agreements in the Middle Atlantic Area. We consider that the IDCNA NEWSLETTER is very important to our members. Our 1966 Spring Meeting will be held at The Inn, Buck Hill Falls, Pa., a Pocono Mountain resort, to which I cordially invite you all. Come and visit with us in April, 1966. And one word of public thanks to Ellwood Jones, our energetic Executive Secretary. Both IDCNA and MAICA are glad to have him."

Mr. Palmer Covil, Vice President of the S.E. regional association (AACSS) told of the activities of the S.E. "AACSS is one of the older regional associations, having been organized in 1948, and has forty-four regional members of which twenty-two are regional-national members of IDCNA."

He reported a severe labor shortage in the entire area, but had a very successful year as far as the regional activities were concerned.

"Jack Smith of North Brothers of Birmingham is the new President. The 1966 Spring Meeting will be held in Atlanta, and the Fall Meeting in Waynesville, N.C., to which all are invited."

Mr. Gordon W. Harrison, President of the Central States Insulation Contractors Association (CSICA) mentioned that they were a very young group, but have enjoyed their first year of affiliation with IDCNA. He reported on the help that CSICA had received from MAICA, who sent them a copy of their agreements in the red binder. They would like as much help as possible from the other regionals. This way CSICA can get the data to the many non-member contractors in the Central States, who are being urged to join CSICA and to support the activities of the association.

Mr. J. Spence Royer, President of MICA (Midwest Insulation Contractors Association) reported "progress". MICA's next meeting will be held at the Holiday Inn, Omaha, November 11-12.

Mr. Roy C. Coffey, Past President reported for the Southwest Insulation Contractors Association (SWICA). He reported that SWICA had 62 members comprised of 47 active contractor members and 15 associate members. There are 22 IDCNA regional-national members. The SWICA Labor Committee works through the Chairman with a Labor Board consisting of five men who make the decisions on labor problems. SWICA has an apprentice training program. Mr. Coffey believes that the regionals adjacent to each other should attend each others meetings, and knows that the information passed along would be beneficial to all the contractors.

Mr. James G. Noll, President of the Northeastern Insulation Contractors Association (NICA) reported on their specification program. Membership is good, but does not include all of the contractors of the area. There are five at-large members from the N.E. enrolled in IDCNA. These five are working to get an affiliation plan accepted by the regional.

Mr. Bert Kime, President of the New York State Insulation Contractors Association (NYSICA) told that the New York State association was formed in 1961. It consists of five city associations - not individual contractors, and this is one factor that has prevented affiliation with IDCNA so far. Active membership is about 20 members from the five cities: Buffalo, Albany, Syracuse, Rochester and New York City. There are at least 36 more who should join. NYSICA's main project has been working with the New York Department of Public Works re-writing specifications and trying to eliminate the five year guarantee. NYSICA would like all the help it can get from IDCNA, especially labor relations data.

Mr. Ian Dewar, President of the Thermal Insulation Contractors Association of Canada (TIAC) told of their young membership, and their desire to work with IDCNA as a regional, at least until their membership is larger. He stated that he would present colored slides of the coming 1967 Montreal World's Fair, and thanked IDCNA for sending Mr. Breeding up to their recent meeting.

Mr. Coffey, Chairman of the Panel, then asked for comments. Mr. Jones remarked that only about 50% of the membership of the regional associations were affiliated members of IDCNA. He urged all of the regional officers to try to get more regional-national members, as this would result in a lower per capita cost to all. He offered to help by sending information to any contractors whose names and addresses are given to him.

Mr. Breeding thanked Mr. Coffey for the excellent manner in which the regional portion of the program was conducted, and said that the enthusiasm of the regional officers who participated in it would have been pleasing to Vice-President Dixon, who was originally scheduled to chair the panel.

Mr. Breeding read a telegram from Mr. Dixon, who was recovering from an operation at his home in Texas. Mr. Breeding again thanked Mr. Coffey for substituting for Mr. Dixon, and instructed the Executive Secretary to send a replying telegram to Mr. Dixon.

Mr. Breeding then asked Treasurer E. Raymond Ashmore, Jr., Chairman of the IDCNA Committee on Finance and Budgets to present the Budget for 1966, which has been approved for submission to the general membership by the Board of Directors at the Board meeting held on Monday, October 11, 1965.

A motion was passed by the meeting approving the budget as presented.

A copy of this 1966 Budget is attached hereto, and marked EXHIBIT XVIII.

After the coffee break, Mr. Breeding presented Dr. Kenneth McFarland, termed as American's #1 platform speaker, author and educator. Mr. Breeding mentioned that Dr. McFarland spoke to IDCNA in 1958 at Las Vegas, and that the Executive Secretary has tried to get him back every year since. Dr. McFarland is so much in demand, that it was not until this year that we were able to schedule him again.

An abstract of Dr. McFarland's address is attached herewith, and marked EXHIBIT XIX.

After Dr. McFarland's speech, Mr. Ian Dewar, President of TIAC, presented colored slides of the proposed 1967 World's Fair at Montreal, and invited IDCNA to hold its TWELFTH ANNUAL NATIONAL MEETING in Montreal. Mr. Breeding asked for a show of hands and the result was practically unanimous to accept. He thanked Mr. Dewar for the invitation, which will be considered by the Board of Directors at its afternoon Board Meeting on October 14, 1965.

Then, Mr. Paul Gauer of the Chicago Association asked for the floor, and invited IDCNA to hold its THIRTEENTH ANNUAL NATIONAL MEETING in Chicago. Mr. Breeding expressed thanks for the invitation, which is to be considered by the Board of Directors at its afternoon Board Meeting on October 14, 1965.

Mr. Breeding thanked the Executive Secretary, his wife who assisted him, the Officers and Directors who helped make this the finest meeting in IDCNA's history.

As there was no further business to come before the meeting, Mr. Breeding at 1:00 P.M. said, "I now declare this very successful, informative, useful and entertaining meeting adjourned."

Respectfully submitted,

ELLWOOD F. JONES,
Executive Secretary

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